

Message Text

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PAGE 01 TAIPEI 01795 240925Z
ACTION EA-12

INFO OCT-01 EB-08 ISO-00 /021 W
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TO USDOC WASHDC
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UNCLAS TAIPEI 1795

FOR BED/OIM/EA - MURRAY

E.O. 11652: NA
TAGS: BEXP, TW
SUBJECT: CONSTRUCTION USA '78

REF : A) USDOC 04336

A. MR. DRAGON C. L. CHEN, DIRECTOR, MARKETING AND
SALES, ANSUN ENGINEERING AND EQUIPMENT CO., LTD.,
REPRESENTING HINDS INTERNATIONAL, INC., PORTLAND, OR,
STATED THAT HE HAS INFORMED PRINCIPAL OF HIS INTEREST
IN PARTICIPATION, BUT SO FAR NO REPLY RECEIVED.
ACCORDING TO CHEN, HINDS WILL PAY FEE AND SIGN PA IN
US TO REPRESENT FOLLOWING FOUR U.S. MANUFACTURERS:

- A. HYDRO-MAC INC.
- B. TENSEN CO.
- C. INTERNATIONAL ENTERPRISES OF AMERICA
- D. GERLINGER INDUSTRIES CORP.

1. MR. CHEN SAID THAT HE HAS HYDRO-MAC MODEL 12C
FRONT-END LOADER IN STOCK FOR DISPLAY, BUT HE NEEDS
PRINCIPAL TO SHIP BY AIR THE TRACK CHAINS FOR THE
LOADER. CHEN ALSO SUGGESTS TO SHIP TENSEN'S BATTER-
POWER CHAIN SAW FOR DISPLAY. THE INTERNATIONAL
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ENTERPRISES OF AMERICAN AND GERLINGER WILL DISPLAY
IN GRAPHICS, LITERATURES AND FILMS.

2. REQUEST CONFIRMATION ON HINDS PARTICIPATION IN
SUBJECT SHOW. ALSO PLEASE CONTACT MR. WAYMON M. MUELLER,
GENERAL SALES MANAGER, HINDS INTERNATIONAL (TEL: 503-234-
7411) AND ASK HIM TO RESPOND AGENT'S REQUEST.

B. REFTEL A. MR. HOWARD Z. YU, GENERAL MANAGER, TIRCO CHEMICAL ENGINEERING CO., WAS CONTACTED BY TC IN EARLY JANUARY RE PARTICIPATION IN SUBJECT EVENT. MR. YU DECLINED PARTICIPATION AT THAT TIME BECAUSE S.C.M.-GLIDDEN'S SEALANT IS NOT THE RIGHT PRODUCT FOR SUBJECT EXHIBITION THEME.

1. TC CONTACTED MR. YU AGAIN RE INFO STATED IN REFTEL. MR. YU NOW EXPRESSED INTEREST IN PARTICIPATION IF PRINCIPAL WILL BROADEN LINE OF DISPLAY PRODUCTS COVERING BUILDING AND CONSTRUCTION SUPPLIES.

2. MR. YU'S OFFICE CABLED MR. DAVE MAURER OF S.C.M.-GLIDDEN MARCH 14 REQUESTING DESCRIPTIONS OF DISPLAY PRODUCTS, BUT RECEIVED NO REPLY.

3. PLEASE CONTACT MR. MAURER AND REQUEST HIM TO RESPOND MR. YU'S CABLE ASAP.
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